



EXPORT NEWS

A newsletter of the
U.S. Export Assistance Center
Houston, Texas

August 2006

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WHO WE ARE ...

The Houston U.S. Export Assistance Center is part of the U.S. Department of Commerce's U.S. & Foreign Commercial Service (CS). The CS mission is to assist small-to-medium sized businesses with exporting their products and services worldwide. To learn more, visit www.export.gov/cs.

PETROBRAS & DEVON ENERGY PROCUREMENT SEMINAR OIL & GAS PROJECTS IN BRAZIL

Greater Houston Partnership
August 23



Armando Cavanha, from Petrobras America and Mike Duffy, Devon Energy will present procurement opportunities for their respective operations in Brazil. Petrobras America will describe the \$250 million they expect to procure directly from U.S. companies over the next year and will detail Petrobras Brazil's strategic sourcing plan. The U.S. Commercial Service in Houston and the U.S. Consulate in Rio de Janeiro will answer questions on exporting to Brazil's oil & gas sector. **One-on-one meetings will be available to on a first come, first served basis.** Cost: \$75. For details as well as a registration form, visit www.buyusa.gov/houston or call our office.

See p. 4 for more Energy Events.

PROPOSED NEW RESTRICTIONS ON EXPORTS TO CHINA



On July 6, the U.S. Department of Commerce's Bureau of Industry and Security (BIS) published a proposed rule that revises and clarifies U.S. policy on exporting goods and technology to the People's Republic of China (PRC). The rule imposes significant new restrictions on certain U.S. exports to the PRC.

The stated intent of the proposed rule is to prevent exports and re-exports that would make a material contribution to the PRC's military capability.

The proposed rule:

1. Would require an export license be obtained to export or re-export certain listed items to the PRC when the exporter knows that the item is destined for a military end-use;
2. Expands the requirement to obtain an End-User Certificate to all items valued at over \$5,000 requiring an export license to the PRC; and
3. Establishes a list of certain authorized end-users in the PRC & elsewhere to whom certain specified items may be exported.

Finally, it is important that freight forwarders, export finance professionals, international carriers and others be aware that these new restrictions apply to them as well, and not just to the actual exporter or re-exporter.

COMMENTS ON THIS PROPOSAL?

BIS will hold a Public Meeting Aug. 21, 9am-12pm at the University of Houston Small Business Development Center to consider public comments on this proposal. Details will be announced in the *Federal Register*. If you are interested in attending, please contact our office.

UNITED STATES-BAHRAIN FREE TRADE AGREEMENT (USBFTA)

President Bush signed the U.S.-Bahrain Free Trade Agreement (USBFTA), effective August 1. For more information on the benefits of this bilateral agreement, see the U.S. Trade Representatives website at http://www.ustr.gov/Trade_Agreements/Bilateral/Bahrain_FTA/Section_Index.html.

FREE ALERTS ON FOREIGN REGULATIONS

Free e-mail service provides U.S. entities (citizens, industries, organizations) an opportunity to review and comment on proposed foreign technical regulations that can affect their businesses and their access to international markets. To register, see: <http://tsapps.nist.gov/notifyus/data/index/index.cfm>

NEW TSA REGULATIONS ON AIR CARGO SECURITY ISSUED

The Transportation Security Administration (TSA) is amending its regulations to enhance and improve the security of air cargo transportation. This final rule **requires airport operators, aircraft operators, foreign air carriers, and indirect air carriers to implement security measures in the air cargo supply chain** as directed under the Aviation and Transportation Security Act. This final rule also amends the applicability of the requirement for a "twelve-five" security program for certain aircraft. For details, see the original May 26 Federal Register notice at

<http://a257.g.akamaitech.net/7/257/2422/01jan2006/1800/edocket.access.gpo.gov/2006/06-4800.htm>

and June 8 correction to the Final Rule,

<http://a257.g.akamaitech.net/7/257/2422/01jan2006/1800/edocket.access.gpo.gov/2006/E6-8852.htm>.

The effective date is October 23, 2006.

CAFTA CERTIFICATE OF ORIGIN

While a form is not mandated in CAFTA, there is a sample certification on the Trade Information Center's Free Trade Agreement website (www.cafta.gov) that can be used. See: <http://www.export.gov/fta/complete/CAFTA/DecOrigin.asp?dName=CAFTA>.

CITY OF HOUSTON INTERNATIONAL NEWSLETTER

Published monthly by the Mayor's office, it features news on the great diversity of international activities in the area. If you would like to be on the mailing list, contact Ms. Dion Or at 713-247-3397 or Helen.chang@cityofhouston.net.

PLANNING A MEETING IN HOUSTON?

The Greater Houston Convention and Visitors Bureau can help. Visit their website at <http://www.visithoustontexas.com/meetings/>.

EVENTS

EX-IM'S TRADE FINANCING SOLUTIONS & TRANSPORTATION FREIGHT FINANCING PROGRAM

Hotel Sofitel Houston

August 16

Joe Ringer of Ex-Im Bank will brief members of the Houston Customhouse & Freight Forwarders Association on a new Ex-Im Bank Export Working Capital Program called the Transportation Freight Finance Program (TFFP). Cost: \$35. Lunch provided. To register, please call 713-678-4300.

MEXICO MONTHLY WEBEX - TAXATION ISSUES

Aug. 17

Cost: free. To register and receive a link, see

https://www.buyusa.gov/mexicon/.more_than_a_border.html.

OWIT MONTHLY MEETING

TRENDS IN EXPORT ENFORCEMENT

Houston, TX

August 24

Featuring Richard Modesette, resident agent-in-charge, Houston Field Office of the Bureau of Industry and Security. Event will be held at Churassco's, 2055 Westheimer. Cost: \$20 members/\$30 guests, including lunch. To RSVP, contact Diana Patrick at dpatrick@atlexpress.com or 281-670-2184.

CHINA ENTERPRISES FAIR

Guangzhou, China

September 13-18

AmCham South China has arranged for several exciting "Business Exploration Tours" to several of Guangzhou's hottest economic zones, and will host a seminar on September 14, on "How to Sell to or Start a Successful Business in China". Deadline Aug. 15. See: <http://www.csmeff.com.cn/web/english/page1.htm> or contact Mr. Shuquan Li, CS Guangzhou at shuquan.li@mail.doc.gov or 86-20-8667 4011.

WOMEN IN BUSINESS MISSION TO EUROPE

Amsterdam & Brussels

October 23-27

Make direct contact with prospective representatives, distributors, partners, and end-users in dynamic markets offering convenient EU access. Other benefits:

- ❖ One-on-one business appointments
- ❖ In-depth market briefings
- ❖ VIP networking receptions

For only \$2,700. Apply by August 31. For details, contact Ms. Nyamusi Igambi at 281-449-9423 or nyamusi.igambi@mail.doc.gov.





Focus on India



Market of the Month: India

The Indian market, with over one billion people, presents lucrative and diverse opportunities for U.S. exporters with the right products, services, and commitment. India's transportation, energy, environmental, health care, high-tech, and defense sector requirements for equipment and services will exceed tens of billions of dollars in the mid-term as the Indian economy globalizes and expands. India's GDP, currently growing at around 7 percent, makes it one of the fastest growing economies in the world.



Tariffs and poor infrastructure present the biggest obstacles to foreign investment and growth, but these requirements also present trade and investment opportunities for American companies. Key factors to doing business successfully in India include: finding good partners who have knowledge of the local market and procedural issues; good planning; aggressive due diligence and follow up; and patience and commitment. For more information on market opportunities for U.S. firms, see <http://www.buyusa.gov/india/en/motm.html>.

CS, CHENNAI, INDIA STAFF VISITS HOUSTON

Aug. 24

Set up a one-on-one counseling session at our office to discuss opportunities in India with Mr. P. Vaidyanathan, senior commercial specialist, U.S. Commercial Service, Chennai. CS Vaidyanathan specializes in energy and infrastructure but is available to meet with firms in other areas. To have your choice of time slots, please follow up immediately. For details and arrangements, contact our office.

INDIA WEBINAR SERIES

Learn more about this growing market featuring:
Hyderabad - 10 am, August 17

Mumbai - 10 am, August 31

New Dehli - 10 am, September 20

For details, see <http://www.export.gov/indiamission/indiawebinarschedule.asp>
or email Linda.Abbruzese@mail.doc.gov.

Note: The U.S. Government does not endorse products or companies, and assumes no responsibility for the accuracy of data contained herein, or for the success or failure of any business transaction resulting from opportunities listed in this publication. **If you would like to be removed from this mailing list, please contact the Houston Office.**

DOC BUSINESS MISSION TO INDIA

November 29 - December 5

Led by Under Secretary of Commerce for International Trade Franklin L. Lavin

The mission will start at the Mumbai Business Summit and then branch off to one of 6 spin-off business matchmaking missions to **Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi**.

The Mumbai Business Summit

November 29 - 30

Summit participants will have access to India's high-level business, industry, and government representatives and opportunities to gain insights into the country's trade and investment climate during strategic breakout sessions.

Spin-off Business Matchmaking Missions

December 4-5

Narrow your focus and get serious about India by continuing on to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi. The U.S. Commercial Service will arrange market briefings, networking receptions, and one-on-one business appointments with prospective agents, distributors, partners, and end-users for each U.S. company.

Cost:

- ☆ Mumbai Business Summit: \$500
- ☆ Spin-off mission 12/4-5: \$1,600
- ☆ One-day of customized appointments in Mumbai on 12/1: \$900

Prices do not include travel, lodging, meals, or third-party registration fees. Register now to apply. For more details, including a market overview see <http://www.export.gov/indiamission/>.

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MARKET RESEARCH

COAL IN BRAZIL

A report on export opportunities is now available at http://buyusainfo.net/docs/x_6229008.pdf.

ENERGY EVENTS

POWER GEN ASIA

Hong Kong
September 5-7

Among other topics, the Hong Kong electricity market monopoly is up for review in 2008. This could be a huge deal for both suppliers and consumers. For details, see <http://pga06.events.pennnet.com/home.cfm?nguage=Engl>.

7TH ANNUAL U.S.-CHINA OIL /GAS INDUSTRY FORUM

Hangzhou City, Zhejiang Province, P.R. China
September 11-12

Presentations and discussions will focus on important issues such as technology, market development, and the role of government in the energy industry. High-level government officials from the U.S. Department of Energy, U.S. Department of Commerce and China's National Development and Reform Commission, along with representatives from both the Chinese and the U.S. oil and natural gas industries, will participate. If you are interested in attending, see: <http://www.usea.org/7thuschinaoigforum.htm>.

INTERNATIONAL PITTSBURGH COAL CONFERENCE

Pittsburgh, PA
September 25-28

The focus will be on environmental emissions issues and technologies surrounding the continued use of coal and the development of future coal-based energy plants. The hope is to achieve near-zero emissions of pollutants, reduced costs, and high thermal efficiency while producing a suite of products to meet future energy market requirements. Technical, business, and policy-related papers that focus on current and future utilization of coal are sought for the conference. Contact our office for more details.

KAZAKHSTAN 'S INTERNATIONAL OIL AND GAS SHOW

Almaty, Kazakhstan
October 3-6

The premier energy event in the Caspian region, drawing participation from representatives of more than 400 companies from 35 countries, and an excellent vehicle for U.S. firms wishing to promote their goods and services in Kazakhstan's booming energy

sector. Companies interested in exploring this market, at a relatively low cost, are invited to participate in the Commercial Service's Business Facilitation Center (BFC). CS will display catalogs of U.S. companies and actively market them at the exhibition. Catalog Show cost: \$250. For details, contact: Ms. Azhar Kadrzhanova at azhar.kadrzhanova@mail.doc.gov.

PERMIAN BASIN INTERNATIONAL OIL SHOW (PBIOS)

Odessa, TX
October 17-19

The Permian Basin International Oil Show, the largest inland petroleum trade show, is a non-profit venture. Industry leaders come from all corners of the world to learn about the latest technology, the newest equipment, to transact business and renew friendships. Product lines range from tanks and pressure vessels to new and refurbished drilling rig equipment. Attendance is free of charge but limited to people that are in the oil field industry. For more information, contact our office.

U.S. - SOUTH AFRICA POWER
INDUSTRY SUPPLIER CONFERENCE:

Johannesburg, South Africa
October 16-19

The purpose of this conference is to acquaint U.S. engineering firms, major equipment manufacturers, and material suppliers with a number of power generation and transmission projects being developed by Eskom, Sasol, industrial co-generators and Independent Power Producers (IPPs). In addition to detailed briefings covering over 35 major projects, a number of U.S. companies will be invited to present their latest technologies.

Approved investment in South Africa's electric power infrastructure are huge by any measure. Eskom alone has approved projects totaling \$14.9 billion over the next five years. The government has estimated that in order to keep pace with South Africa's current rate of economic growth, the country will require an additional 2,000 MW per year for the next twenty years. In addition to Eskom's mandate to provide at least 70% of this capacity, the Government of South Africa is seeking IPPs to make up at least 30% of the country's new power generation needs.

For more information contact:

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